'No Ties Between Ingram Entertainment and Book Co.'

JOHN INGRAM, chairman of Ingram Book Co. and co-president of Ingram Industries, is livid about a May 18 *New York Times* story concerning Ingram Entertainment's involvement with Speedserve (The *Times* ran a correction May 20). Ingram Entertainment has a controlling interest in Speedserve, an online retailer whose main product is videocassettes, but which also offers 1.4 million books at discounts up to 40% on certain titles. Several of Ingram Entertainment's video-store accounts have protested the move, claiming it puts the wholesaler in competition with its customers.

The part of the story that has drawn John Ingram's wrath is that it tied Ingram Industries to Ingram Entertainment run by his brother David. "We are totally separate companies. We have zero interest in Ingram Entertainment and they have zero interest in us," John Ingram told *PW*. "David and I have a good personal relationship, but I don't tell him how to run his business," John Ingram said, noting that when his brother made the investment in Speedserve, he resigned from Ingram Entertainment's board. "I didn't want there to appear to be any conflict of interest with our customers," John Ingram insisted, adding that Ingram Industries has no plans to establish an online service that would compete with its accounts. Ingram Industries will limit its involvement to fulfilling orders from online booksellers, John Ingram said.

New Northeast Initiative

Ingram Book Co., meanwhile, has launched a program designed to speed service to customers in the Northeast as well as to increase the number of titles in its regional warehouses. Although there had been rumors that the company was preparing to open a new warehouse somewhere in the Mid-Atlantic states, the initiative announced last week involves adding inventory to and "pairing" its warehouses in East Windsor, Conn., and Petersburg, Va..

Under the change, the two warehouses will carry approximately 400,000 different titles between them, triple the previous level. Previously, many of the titles had to be ordered from the warehouse in La Vergne, Tenn., which meant a two- or three-day wait. Now, booksellers in the New York City and Boston areas have until 5:30 p.m. to place orders for next-day delivery, while booksellers in Washington, D.C., and Baltimore have until 5 p.m.

—JIM MILLIOT

Settlement in B&N Obscenity Case

ALTHOUGH THE TENNESSEE obscenity case involving Barnes & Noble, Christian conservatives and three allegedly pornographic photography books was expected to result in a landmark legal decision, the settlement announced last week by attorneys for both sides fell far short of that.

B&N was indicted last November by a local grand jury for violating community standards in its suburban Nashville store by displaying "adult" books beneath the legally required five-and-a-half–ft. height and without their covers being two-thirds hidden. In the settlement B&N ultimately agreed to meet these terms, and the misdemeanor charges will be dismissed next year if there are no further violations of the law.

Nonetheless, Hedy Weinberg, executive director of the ACLU's Tennessee affiliate, was both surprised and sharply critical of B&N. "It's a bad day in terms of standing tall for the First Amendment," she told the *Tennessean*. She reiterated the chain's earlier "strong statements that these materials were not obscene, and that the state's obscenity statute should not be used to indict Barnes & Noble."

B&N's Brentwood store manager, Penny Byrd, was unavailable for comment to *PW*, but the chain's two local defense attorneys expressed satisfaction for their client. Calls to B&N headquarters in New York City were not returned.

The books in question were Jock Sturges's *Radiant Identities* and *The Last Day of Summer* (Aperture) and David Hamilton's *The Age of Innocence* (Aurum Press), all of which depict childhood and adolescent nudity.

—BOB SUMMER

book beat

Sinatra and the Book Pack

VINNY ROSSI, owner of Golden Age Books & Music in Frank Sinatra's hometown of Hoboken, N.J., said he "doesn't want to cash in" on the Chairman's May 15 death because he feels "it would be an ethical problem." Many publishers apparently feel otherwise, frantically going back to press and hurrying titles before the tributes play out. A short list:

CHAIRMAN OF THE BOARD: Running Press' Sinatra nod.

St. Martin's is rushing a title for June called *All the Way: A Biography of Frank Sinatra* by Michael Freedland ($27.50). The house bought it from a British publisher and had planned a 1999 pub date. But when Friday's news hit, the house decided to move up the date and add information about Sinatra's death. Running Press was similarly on the ball with *Sinatra: A Life Remembered* by Lew Irwin ($19.98), which was finished three months ago and held until Sinatra's death. *Frank Sinatra: An American Legend* by Nancy Sinatra (General Publishing, $40)—a bio sanctioned by the Sinatra family—will see a re-release June 10, with material not included in the first edition.

Regnery has gone back to press with 40,000 copies of *Sinatra: Portrait of an Artist* by Ray Coleman ($29.95). The book, acquired from the now-defunct Turner Publishing, had been out of print since last October. Regnery had planned on doing author publicity but learned that Coleman had died the same morning they found out that Sinatra was dead—which, according to a spokesperson, "kind of put a damper on things."

Three months ago, Time-Life Books, which can tap into the material of the Time Inc. magazines, had prepared *Remembering Sinatra* and is now releasing an initial 50,000-copy print run. Next month, BDD will release an audiobook called *Sinatra: A Tribute* ($16.99, two cassettes), which will be a "nonmusical oral por-

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trait of Sinatra from his earliest career to his death," according to BDD spokesman Stuart Applebaum, and will include conversations the icon had with everyone from Martin Scorsese to Mia Farrow.

Less commercial houses, such as Oxford University Press, are swinging, too. The publisher has gone back to press with the paperback edition of *The Frank Sinatra Reader* ($16.95), edited by Steven Petkov and Leonard Mustazza.

According to Ingram, successful books already in print include *Sinatra: Behind the Legend* by J. Randy Taraborrelli (Birch Lane, $27.50); Kitty Kelley's paperback bestseller from 1986, *His Way: The Unauthorized Biography of Frank Sinatra* (Bantam, $7.99), which sold out the 10,000 copies in stock and has gone back for a 25,000-copy printing; Random House's *Sinatra: The Artist and the Man* by John Lahr ($32.50); and HarperCollins's *The Way You Wear Your Hat: Frank Sinatra & the Lost Art of Livin'* by Bill Zehme ($23).

"There are a lot of books on Sinatra—a couple of dozen," said Susie Russenberger, buyer for Ingram. "We're seeing demand, but not nearly to the degree of Princess Diana." No word yet on whether any Sinatra family members are planning anything new. —STEVEN M. ZEITCHIK

Libel Insurance for Authors Offered

AS AUTHORS ARE EXPECTED to cover increasingly higher deductibles in publishers' libel insurance, an insurance brokerage firm has developed a policy that will limit an author's exposure. The policy is being offered by AON/Albert G. Ruben, a major broker in the entertainment industry, and will provide authors with $250,000 of libel insurance.

According to Ruben's George Walden, authors who want a $1000 deductible will pay a premium of 1% of their advance or $250, whichever is higher. A deductible of $500 will cost 1.25% of the advance or a $350 premium, while a deductible of $100 will cost 1.5% of the advance or a $500 premium. All policies also include a $100 policy fee. The one-time premium per book covers an author for five years. Walden told PW that if the program is to succeed, he will need the support of the author community. For more information, contact Walden at (212) 627-7400.

hot deals

BY J[illegible]Y QUINN

EARTHQ[illegible]KE FILM/BOOK NEXT FOR[illegible]EEP IMPACT?

Well, at lea[illegible]ere was plenty of hype last week f[illegible]rthquake pitch ***1906***, **James Dales[illegible]o**'s film treatment of a *Titanic*-like [illegible] story set against that devastating [illegible] historic earthquake. Despite spi[illegible]t DreamWorks had [illegible]e an offer, Warner has [illegible]rtedly optioned the [illegible]tment in conjunctio[illegible] director Barry Levi[illegible]'s Spring Creek Productions in a deal worth into the high six figures. Dalessandro's manager, **Peter Miller**, worked the film deal first and Dalessandro, author of the critically acclaimed *Bohemian Heart*, has first crack at the screenplay, with he and Miller to serve as executive producers. Next to come is Miller's pursuit of a book deal for the still-to-be-written story. Putnam already has a quake in its lineup, Peter Hernon's *Twister*-like *8.4*, now set for a January publication to coincide with a NBC miniseries.

KLEIN: *No longer anonymous and now at Dial.*

POLITICAL BIOS

Among the many interested publishers, it was Little, Brown executive editor **Rick Kot**'s $600,000 world rights offer to agent **John W. Wright** that won an upcoming biography of John F. Kennedy. It will be written by **Robert Dallek**, whose second and concluding volume of his LBJ bio, *Flawed Giant*, is just out from Oxford University Press. While one would imagine Little, Brown has well mined the Kennedy myth with last year's bestseller *The Dark Side of Camelot*, Kot said that the coming years will bring key releases of documents from the Kennedy archives. Publication of what will be a one-volume book is tentatively planned for 2002, and Little, Brown has already clinched a German rights deal.

Thinking about possible future presidents, Random senior editor **Jon Karp** and Times Books publisher **Peter Bernstein** jointly approached *Dallas Morning News* political reporter **David Minutaglio**, represented by agent **David Smith**, to write ***First Son: George W. Bush & the Bush Dynasty***, with the editors hoping the book will be for this Texas governor and possible Republican presidential hopeful what David Maraniss's *First in His Class* was for a pre-presidential Clinton.

JOE KLEIN JUMPS TO DIAL

In the wake of the departure of former Random chief Harry Evans, it comes as no surprise that *Primary Colors* author **Joe Klein** is now leaving the house, and moving to Dial. The deal is rumored to be seven figures for three books (Klein's *Colors* advance was reported to have been $200,000), although BDD spokesman Stuart Applebaum would only describe the announced deal as "for more than one book" and for North American hardcover, paperback, book club and audio rights. The first book in the deal is simply described as another contemporary political novel, and no pub date is set. February will see the release of a Dell reprint of Klein's *Woody Guthrie: A Life*, originally published by Knopf in trade paper, and also part of this deal. Dial publisher **Susan Kamil** negotiated the deal with Klein's agent, **Kathy Robbins**, who recently negotiated Gavin DeBecker's jump to Dial.

BROTHER MCCOURT GETS GREAT AUSSIE DEAL

Pan Macmillan Australia publishing director **James Fraser** made a $100,000 (Australian) preempt to IMG agent **David Chalfant** to acquire Australian and New Zealand rights to **Malachy McCourt**'s memoir, *A Monk Swimming*, due from Hyperion (which paid a significant six-figure advance for North American rights) in June. While the bid—the first foreign deal for this book—is considered a very large one for this market, Fraser believes that he can easily sell the 50,000 or so copies needed to earn out the advance, since Frank McCourt's *Angela's Ashes* has sold some 200,000 copies in this market to date.